

# **RJ REYNOLDS**

TOBACCO COMPANY

# **COPY**

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

May 20, 1998

**RJR Account #081120**

Mr. C. Polino  
BUFFALO TOBACCO

### **JULY: WINSTON \$1.00 OFF 2-PACKS / TEAR TAPE PROMOTION #800750**

Dear Coz:

*WINSTON .50¢ OFF/PACK SPECIAL OFFER TEAR TAPE 'OFF-INVOICE' PRODUCT* has been ordered (see quantities listed below), as well as 30 SKUs of preassembled Counter Displays (Item #542810) to pack the above promotion for your participating retail accounts. (*Note: This is not 'pre-sleeved' product.*) All additional pertinent promotional information is listed below:

**#/ (6M) Cases**

<u>Promoted Product</u>	<u>Brand Styles</u>	<u>UPC Code</u>
1	Winston Box	12300-25379
2	Winston Light Box	12300-25380
1	Winston Ultra Lt Box	12300-25381

Product / Premium Arrival: **June 29, 1998**

Ship Date to Retail: **Week of: July 13, 1998**

**Displays (Item #542810)**

SKU CUBE: **1.6113**  
SKU WT (w/o Product): **3.2200 lbs**  
Retail Sales Offer per Sku: **20 units**

Billing per Sku: **4 Cartons**  
EFT \$ Amount: **\$1,060.47**

**PARTNERS 'BONUS' REPORTING DESCRIPTION**

**WIN\_JUL\_1/2\_PKS**

51845 6363

\$1.00 Off 2-Pack Tear Tape  
BUFFALO TOBACCO

**Promotion Description:**

Utilize 40-Pack Shipper Display. Place 2 packs into each sleeve (20 2-pack offers per Display) and ship to retail. Each Shipper Display should contain 20 2-Pack units:

- 1 Carton: *Winston Box*
- 2 Cartons: *Winston Light Box*
- 1 Carton: *Winston Ultra Lt Box*

**SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST**

**Refer to enclosed 'Wholesaler Packing Instructions' for Display Load**

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per promoted 6M case for all displays packed and shipped to retail on a timely basis. This equates to \$56.00 (4 (6M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: K. Jurgensen  
L. E. MacWilliams

Encl: Retail Customer List  
Wholesaler Packing Instructions  
Winston Flyer

**Note to RJR Manager:**

**Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.**

WHOLESALER : 081120 BUFFALO TOBACCO PRODUCTS <DIRECT>  
 TEMPLATE : 800750 80700 WIN JUL \$1/2-NO  
 TEMPLATE SEQ : 0916  
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162601	162626	667214	NFT MOBIL	8721 NIAGARA FALL	NIAGARA FALLS	NY	14304	1				(716)297-6085
162601		397420	BLACKROCK FOOD	442 AMHERST	BUFFALO	NY	14207	1				(716)876-9608
162601		585023	QUEEN SHEBA'S	426 RHODE ISLAND	BUFFALO	NY	14213	1				(716)885-1577
162601		716625	A-PLUS MINI MARKET	1390 DELAWARE AVE	BUFFALO	NY	14209	1	0362-0102			
162601	162629	624663	A-PLUS #60838	1301 HERTEL AVE	BUFFALO	NY	14216	1	0362-0102	047514	(716)873-7005	
162601	162626	660889	FOOD PLUS II	317 ENSMINGER RD	TONAWANDA	NY	14150	1				(716)871-8771
162601		259488	BUFFALO TOBACCO PRD	202-208 RHODE ISL	BUFFALO	NY	14213	1				(716)883-9250
162601	162629	783573	THE CORNER STORE	2815 DELAWARE AVE	KENMORE	NY	14217	1				
162601		601195	ONE STOP PARTY STOR	224 VIRGINIA ST	BUFFALO	NY	14201	1				(716)842-1557
162601		812540	WASSEM DELI	188 POTOMAC AVE	BUFFALO	NY	14213	1				(716)884-6561
162601	162629	397510	LAUTNER'S CORNER	431 TERRACE BLVD	DEPEW	NY	14043	1	NYS			(716)683-4722
162601	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	14213	4	NYS			(716)883-6277
162601	162623	554322	BOILLERS CAR WASH	5029 CLINTON ST	WEST SENECA	NY	14224	1	NYS			(716)668-7545
162601	162629	665636	MICHAEL'S SUNOCO	3705 HARLEM RD	BUFFALO	NY	14215	1				(716)836-1314
162602	162625	691459	A-PLUS MINI	460 ELMWOOD AVE	BUFFALO	NY	14222	1	0362-0102			(716)881-1557
162602	162629	396778	TILE DRUG	1031 CLEVELAND DR	CHEEKWAGA	NY	14225	1	NYS			(716)632-4888
162602	162622	323511	GAS-RITE, INC.	11665 BROADWAY ST	ALDEN	NY	14004	1	NYS			(716)937-9931
162602	162629	765426	MAYBACKS FOOD SHOP	3035 GENESEE ST	CHEEKWAGA	NY	14225	1	NYS			(716)895-9201
162602	162622	397930	CORNER STORE	155 LAKE AVE	LANCASTER	NY	14086	1	NYS			(716)681-8251
162603	162623	566786	BOILLER'S SUNOCO	5665 SENECA ST	WEST SENECA	NY	14224	1				(716)675-8136
162603		396978	GRAMZA TOBACCO	1433 BROADWAY ST	BUFFALO	NY	14212	1				(716)894-5300
162603	162225	764902	SINCLAIR DRUG	75 MAIN ST	WARSAW	NY	14569	2				(716)786-2330
162603	162625	483559	GANCI'S EXPRESS MAR	1241 E LOVEJOY ST	BUFFALO	NY	14206	2				(716)892-2427
162603	162625	506533	CENTER RD. SUPER	1207 CENTER RD	WEST SENECA	NY	14224	1	NYS			(716)674-4545
162603	162625	397014	CORNER STORE	2050 CLINTON ST	BUFFALO	NY	14206	1	NYS			(716)825-2222

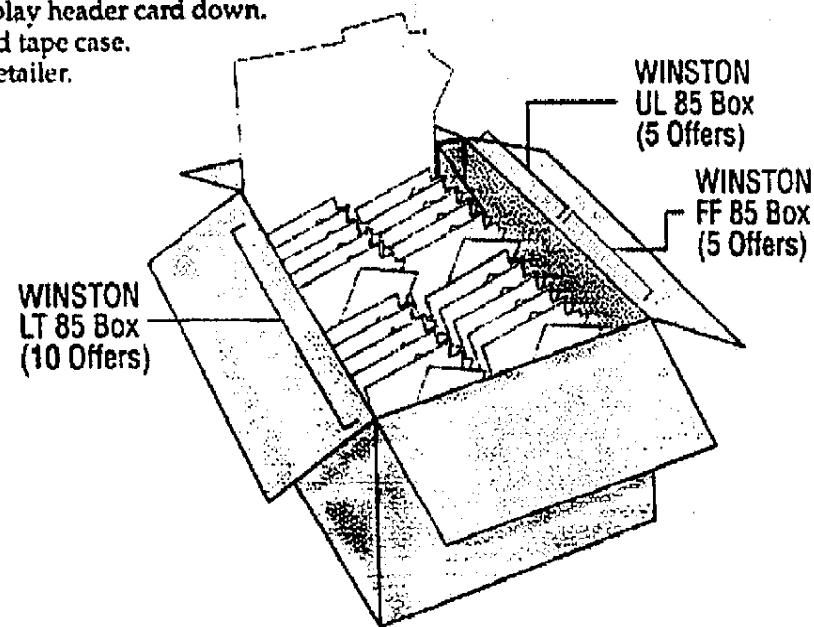
PAGE BREAK TOTAL ACCOUNTS 25 TOTAL QUANTITY 30

TEMPLATE TOTAL ACCOUNTS 25 TOTAL QUANTITY 30

51845 6365

**WHOLESALER PACKING INSTRUCTIONS****VALUE ADDED PROMOTION 3RD QTR.'98****July Winston \$1 OFF 2 Packs***(Winston Buy 2 Packs Get \$1 Off)***STEPS**

1. Open WINSTON \$1 OFF 2 PACKS shipping case. Inside will be 20 pre-assembled sleeves ready for loading. (10 sleeves will be marked WINSTON LT 85 Box, 5 sleeves will be marked WINSTON UL 85 Box, 5 sleeves will be marked WINSTON FF 85 box.) DO NOT REMOVE SLEEVES FROM KIT.
2. Place 2 Packs of the appropriate WINSTON style 50¢ off tear tape product into each style specific sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 542810

MSA Promotion Reporting Description: W I N \_ J U L \_ \$ 1 / 2 \_ P K S

Brand Style	Box	LT Box	ULT LT Box			
Number of Cartons	1	2	1			

51845 6366

4  
5/11/98

# \$1.00 off with 2-pack purchase.

Lose the additives.

Save a  
buck

when you buy 2 packs.



No additives.  
Save a buck  
when you buy 2 packs.

- Here's a summer promotion to heat up your sales.
- Proven traffic builder - smokers save a buck with 2-pack purchase.
- Eye-catching packaging highlights full flavor, lights and ultra-light styles.
- Fully integrated support materials include counter display and poster.